





July 16, 2013

Dr. Zubeida Moorjani  
6036 Quarrys Edge Lane  
Sylvania, OH 43560

Re: Request for Information Letter from Deepak Moorjani

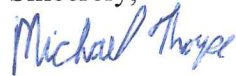
Dear Dr. Moorjani:

This letter is to confirm the outcome of our recent conversation regarding the Request for Information letter SagePoint Financial, Inc. received from Deepak Moorjani. I have enclosed a copy of Mr. Moorjani's letter in this mailing. Thank you for speaking with me.

It is my understanding that Mr. Moorjani does not have Power of Attorney or authorization to request information on your accounts held with SagePoint Financial registered representative, Suoeja Kummar. It is also my understanding that you have no issues or concerns with your dealings or relationship with Ms. Kummar.

Per our discussion, you do not give authorization for SagePoint to provide Deepak Moorjani with details or information about your accounts, and we will abide by your decision. If you have any further questions or concerns regarding this letter, please do not hesitate to contact me directly at (770) 916-6532.

Sincerely,

A handwritten signature in blue ink that reads "Michael Thorpe".

Michael L. Thorpe  
Compliance Officer

Cc: Mr. Deepak Moorjani;  
Ms. Suoeja Kummar



SagePoint Financial, Inc.  
2300 Windy Ridge Pkwy  
Suite 1100  
Atlanta, GA 30339

ATLANTA METRO 300

16 JUL 2013 14:31



02 1A  
0004335306 JUL 16 2013  
MAILED FROM ZIP CODE 30339

\$ 00.46<sup>0</sup>

Deepak Moorjani



69193467272



DEEPAK MOORJANI

July 8, 2013

Mr. Robert Benmosche  
American International Group Inc.  
180 Maiden Lane  
New York, New York 10038

Dear Mr. Benmosche,

I hope this note finds you well.

Please find the attached letter to Jeffrey Auld of SagePoint Financial, Inc dated June 30, 2103. As you know, SagePoint is a wholly-owned subsidiary of American International Group Inc. (hereinafter "AIG" or "the Firm").

According to your February 21, 2013 10-K filing with the SEC, your brokerage operations

"Includes the operations of Advisor Group, which is one of the largest networks of independent financial advisors in the U.S. Brands include Royal Alliance, SagePoint, FSC Securities and Woodbury Financial, which we acquired in November 2012 for \$48 million after purchase price adjustments."

In the attached letter, there is a potential purchase by AIG of existing life insurance policies. While this proposed transaction is conducted at the SagePoint subsidiary level, AIG should be required to disclose whether it is acting as a principal or broker in this proposed transaction. If AIG is the buyer of the life insurance policies, this is a conflict of interest which should be a legally mandated disclosure.

Further, financial advisors in AIG's Advisor Group should be required to disclose AIG's ownership position as well as their incentives, especially their commissions and fees. This is especially true when buying or selling life insurance products at the retail level.

At AIG, brokerage services and retail mutual funds provided \$2.723 billion in revenue, approximately 17% of Retirement Services revenue in 2012 as measured by total premiums, deposits and other consideration. Since AIG's Advisor Group has "over 6,000 independent financial advisors," a further study of AIG's brokerage operations might provide an insight into the extent of abuses in the industry.

Please note that this letter is personal and confidential and may not be used without my prior written permission. Any disclosure without my written consent shall be governed by, construed, and enforced exclusively in accordance with the laws of the State of Nevada.

If you have any questions, please feel free to contact me at the address above.

Sincerely yours,

*Deepak Moorjani*

cc: Dr. Zubie Moorjani  
Senator Elizabeth Warren

State of Nevada

County of Clark

Signed and Sworn to before me on  
this 9 day of July, 2013,  
by Deepak Moorjani

*Trudy Casey*



PERSONAL AND CONFIDENTIAL

RECEIVED

JUN - 8 2013

LEGAL

PERSONAL AND CONFIDENTIAL

*Via Certified Mail*

June 30, 2013

Mr. Jeffrey Auld (CRD #857528)  
SagePoint Financial, Inc. (CRD #133763)  
2800 N. Central Ave., Suite 2100  
Phoenix, AZ 85004-1072

Reference: Ms. Suoeja Kummar (CRD #2295191)

Dear Mr. Auld,

I hope this note finds you well.

This letter serves as an official information request. This request is sent subsequent to a recent call with one of your brokers, Suoeja Kummar (a/k/a Suja Kumar, a/k/a Sue Kumar, hereinafter the "Broker" or "Ms. Kummar"). For reference, Ms. Kummar can also be identified as CRD #2295191

This call occurred on June 26, 2013 at 7:45 am for a duration of 4 minutes and 32 seconds.

At the beginning of the call, I asked Ms. Kummar to provide her last name (until this point, she had only identified herself as Suoeja) in order to properly identify the Broker. The Broker reluctantly provided her last name. I also asked for her company name, and the Broker initially responded, "There is no company." The receptionist had identified the company as Ajus Consultants (Note: Ajus is Suja spelled in reverse). Upon reminding the Broker of this fact, the Broker subsequently responded that Ajus was a completely different company which operates as an accounting firm. Upon further questioning, Ms. Kumar acknowledged that she is not a licensed CPA, and she indicated that she was a broker through SagePoint Financial, Inc. (hereinafter "SagePoint").

The contemplated transaction is an exchange of Dr. Zubie Moorjani's life insurance policies for long-term-care insurance. In the Broker's words, the purpose of the call was to "get the children on board." This is a curious statement from the youngest participant on the call. More importantly, we note that the Broker is registered in California, Florida, Indiana, Massachusetts, Michigan, New York, North Carolina and Ohio; however, the Broker is not registered in Nevada.

Upon prompting for Ms. Kummar's incentive in the transaction, Ms. Kummar made an explicit representation that she had "no role, no incentive." Ms. Kummar subsequently - at the 4 minute and 32 seconds mark - unilaterally terminated the call without notice.

The Broker's reaction seems to demonstrate a lack of comfort with transparency, especially as it relates to her commissions and fees. An objective third-party observer would assume that the Broker is feigning friendship with Dr. Moorjani in order to generate large commissions for SagePoint and for herself. This is a special concern given that Dr. Moorjani is an unsophisticated 75+ year-old senior citizen with a long history of poor financial decisions.

To evaluate the objectivity of the Broker's advice, the Broker should deliver - in writing - the following details to Dr. Moorjani no later than July 25, 2013:

(i) A written confirmation of the Broker's representation that she has "no role, no incentive" in the contemplated life insurance transaction(s). This confirmation should detail all commissions, fees and other revenues paid by Dr. Moorjani directly or indirectly to SagePoint, to the Broker or to any of the Broker's other operating companies, including but not limited to Ajus Consultants. We note that the "no role, no incentive" representation is a curious claim for a Broker who is registered with FINRA as an Investment Company Products/Variable Contracts Representative and an Investment Company Products/Variable Contracts Principal.

(ii) A written confirmation of all commissions, fees and other revenues paid by Dr. Moorjani to the Broker at SagePoint (since January 2009) and its related companies and/or predecessor firms since the inception of the broker relationship. This written confirmation should include the Broker's employment at AIG Financial Advisors, Inc. (Oct 2005-Jan 2009), SunAmerica Securities Inc. (Dec 2001-Oct 2005), and FSC Securities Corp (Sept 2001-Dec 2001).

Please note that this letter is personal and confidential and may not be used - internally at SagePoint or externally - without my prior written permission. I reserve all copyright. Any disclosure without my written consent shall be governed by, construed, and enforced exclusively in accordance with the laws of the State of Nevada.

If you have any questions, please feel free to contact me at the address above.

Sincerely yours,

*Deepak*

Deepak Moorjani

cc: Ms. Suoeja Kummar  
Dr. Zubie Moorjani  
Mr. Sunil Moorjani

U.S. Postal Service™  
**CERTIFIED MAIL™ RECEIPT**

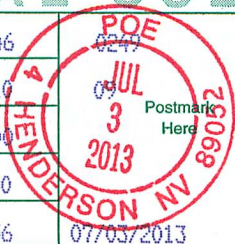
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## Event Report

Event ID: 2023-024092

Call Ref #: 931

Date/Time Received: 03/06/23 13:00:57

Rpt #:	Call Source: PHONE	Prime 152 Unit: WHITMORE, TRAVIS M	Services Involved			
			LAW			
Location: 500 RIVERSIDE DR						
X-ST: EAGLE POINT DR			Jur: WCS Service: LAW Agency: ROSS			
EAGLE POINT DR			St/Beat: ROSS District: NRTH		RA: 620	
Business:			Phone: ( ) -		GP: ROSS	
Nature: SUSPICIOUS INCIDENT		Alarm Lvl: 1	Priority: 2	Medical Priority:		
Caller: MOORJANI,DEEPAK			Alarm:			
Addr: 500 RIVERSIDE DR			Phone: (508) 704-1111		Alarm Type:	
Vehicle #:	St:	Report Only: No	Race:	Sex:	Age:	
Call Taker: NVAUGHAN			Console: 5004			
Geo-Verified Addr.: Yes		Nature Summary Code:	Disposition: COMP	Close Comments:		
<p>Notes: CONTACTED 173 AND ADVISED THAT THE INCIDENT OCCURRED BETWEEN 1970 AND 1998 [03/10/23 12:16:43 JVARGAS]</p> <p>SPOKE WITH CALLER AND HE ADVISED HE WANTED A REPORT REGARDING DOMESTIC VIOLENCE FOR 1970-1990. CALLER STATED FATHER USED TO BEAT MOTHER. CALLER ADVISED HE IS CURRENTLY TRYING TO REPORT ELDER ABUSE FOR HIS MOTHER SINCE HIS BROTHER WONT LET HER LIVE IN HER HOUSE IN CALIFORNIA. CALLER STATED HE WANTED A REPORT TO SHOW A PATTERN OF ABUSE. CALLER LIVES IN CALIFORNIA, MOTHER LIVES IN CALIFORNIA, AND FATHER LIVES IN FLORIDA. I ATTEMPTED TO CALL THE MOTHER AND DID NOT GET AN ANSWER. I THEN SPOKE WITH FATHER AND HE DENIED ALL ALLEGATIONS.</p> <p>NFI. [03/06/23 14:01:23 Unit:152]</p> <p>REPORTING DOMESTIC VIOLENCE BETWEEN MOTHER AND FATHER THAT HAPPENED IN THE 70s 80s AND 90s. CALLER AND MOTHER ARE IN DIFFERENT CITIES IN CALIFORNIA. FATHER IS IN FLORIDA. SEEKING REPORT AT THE ADVICE OF LEGAL COUNSEL FOR A PROTECTIVE ORDER. [03/06/23 13:04:55 NVAUGHAN]</p>						

## Times

Call Received: 03/06/23 13:00:57	Time From-Call Received		
Call Routed: 03/06/23 13:04:55	000:03:58	Unit Reaction: : :	(1st Dispatch to 1st Arrive)
Call Take Finished: 03/06/23 13:04:55	000:03:58	En-Route: : :	(1st Dispatch to 1st En-Route)
1st Dispatch: 03/06/23 13:06:18	000:05:21 (Time Held)	On-Scene: : :	(1st Arrive to Last Clear)
1st En-Route:	: :		
1st Arrive:	: : (Reaction Time)		
Last Clear: 03/06/23 14:02:13	001:01:16		

## Radio Log

Unit	Empl ID	Type	Description	Time Stamp	Comments	Close Code	User
152	450914	D	Dispatched	03/06/23 13:06:18	Stat/Beat: ROSS		NVAUG
152	450914	C	Cleared	03/06/23 14:02:13	COMP [COMP]	COMP	JVARGA

## Event Log

Unit	Empl ID	Type	Description	Time Stamp	Comments	Close Code	User
		TR	Time Received	03/06/23 13:00:57	By: PHONE		NVAUG
		ENT	Entered Street	03/06/23 13:01:18	500 RIVERSIDE DR		NVAUG

Unit	Empl ID	Type	Description	Time Stamp	Event Log	Close Code	User
					Comments		
		ENT	Entered	03/06/23 13:01:36	MOORJANI,TEEPAK		NVAUG
		ENT	Entered CallerPhone	03/06/23 13:01:44	MOORJANI,TEEPAK		NVAUG
		ENT	Entered Nature	03/06/23 13:01:50	DOMESTIC VIOLENCE		NVAUG
		CHG	Changed Nature	03/06/23 13:02:09	DOMESTIC VIOLENCE --> CIVIL		NVAUG
		VCH	Viewed Call History	03/06/23 13:03:07	Location Information		NVAUG
		ENT	Entered Remarks	03/06/23 13:04:55			NVAUG
		FIN	Finished Call Taking	03/06/23 13:04:55			NVAUG
		CHG	Changed Nature	03/06/23 13:05:29	CIVIL DISPUTE / COMPLAINT -->		NVAUG
		VEV	Viewed Event	03/06/23 13:06:13	User First Viewed Event CAD		JFLAGE
		VEV	Viewed Event	03/06/23 13:07:10	User First Viewed Event CAD		SSHAWV
		ARM	Added Remarks	03/06/23 14:01:23			Unit:152
		CHG	Changed	03/10/23 12:15:48	MOORJANI,TEEPAK -->		JVARGA
		ARM	Added Remarks	03/10/23 12:16:43			JVARGA